

THE FACT IS THAT LIFE LIES IN
MUTUAL SERVICE—ANY OTHER
COURSE IS MERELY EXISTENCE

PATIENCE WINS



It is well to realize that it is the patient man who wins. To do your work and not be anxious about results, is the best way to go after and secure a big result. This does not mean that you are to sell yourself as a slave. If your present position does not give you an opportunity to grow, and you know of a better place, why go to the better place, by all means. The point I make is simply this: If you care to remain in a place, you can never better your position by striking for higher wages or favors of any kind.

The employe who drives a sharp bargain and is fearful that he will not get all he earns, never will. There are men who are set on a hair trigger—always ready to make demands when there is a rush of work, and

who threaten to walk out if their demands are not acceded to. The demands may be acceded to, but this kind of help is always marked on the time book for dismissal, when work gets scarce and business dull. Such men are out of employment about half the time, and the curious part of it is, they never know why. As a matter of pure worldly wisdom—just cold-blooded expediency—if I were an employe I would never mention wages. I would focus right on my work and do it.

The man that endures is the man that wins. I would never harass my employer with inopportune propositions. I would give him peace, and I would lighten his burdens. Personally I would never be in evidence, unless it were positively necessary—my work would tell its own story.

The cheerful worker who goes ahead and makes himself a necessity to the business—never adding to the burden of his superiors—will sooner or later get all that is his due, and more. He will not only get pay for

his work, but he will get a bonus for his patience, and another for his good cheer ✂

¶ The man who makes a strike to have his wages raised from fifteen to eighteen dollars a week may get the increase, and then his wages will stay there. Had he kept quiet and just been intent on making himself a five-thousand-dollar-man, he might have gravitated straight to a five-thousand-dollar desk. I would not risk spoiling my chances for a large promotion by asking for a small one. And it is but a trite truism to say that no man ever received a large promotion because he demanded it—he got it because he could fill the position, and for no other reason. Ask the man who receives a ten-thousand-dollar-a-year salary how he managed to bring it about, and he will tell you that he just did his work as well as he could. Never did such a man go on a strike. The most successful strike is a defeat; and had this man been a striker by nature, sudden and quick to quarrel, jealous of his rights, things would have conspired to keep him

down and under. I do not care how clever he may be or how well educated, his salary would have been eighteen a week at the farthest, with a very tenuous hold upon his job.

He that endureth unto the end shall be saved.

At hotels the man who complains is the man against whom the servants are ever in league; and the man who complains most is the man who has the least at home.

If you are defamed, let time vindicate you—silence is a thousand times better than explanation. Explanations do not explain. Let your life be its own excuse for being—cease all explanations and all apologies, and just live your life ✽ By minding your own business, you give others an opportunity to mind theirs; and depend upon it, the great souls will appreciate you for this very thing.

¶ I am not sure that absolute, perfect justice comes to everybody in this world; but I do know that the best way to get justice is not to be too anxious about it.

WHITE HYACINTHS

As love goes to those who do not lie in wait for it, so does the great reward gravitate to the patient man.

It is but common to believe in him who believes in himself, but if you would do aught uncommon, believe yet in him who does not believe in himself.

